

Message Text

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ACTION EB-07

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 TRSE-00 EUR-12

ERDA-05 ISO-00 /025 W

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R 251426Z MAR 75

FM AMCONSUL HAMBURG

TO SECSTATE WASHDC 3347

INFO AMEMBASSY BONN

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EXCON

ATTENTION 549

E. O. 11652: N/A

TAGS: ESTC, GW

SUBJ: PRE-LICENSE CHECK ON PROPOSED SHIPMENT TO ALL ELECTRONIC
VERTRIEBS, GMBH AND CO. KG

REF: STATE 59612

1. FSO REYNDERS AND FSL LEIBING CALLED ON HANS-DEITER HOFFMANN
AT HIS OFFICE ON MARCH 20TH TO DISCUSS SUBJECT ORDER WITH
REPUBLIC ELECTRONICS.

2. HOFFMANN IS PRESIDENT OF ALL-ELECTRONIC TRADE GMBH AND CO.
KG, AS WELL AS THREE SISTER FIRMS: ALL-ELECTRONIC CONSULTING
GMBH; ALL-AKUSTIK TRADE GMBH & CO. KG; AND ALL-AKUSTIC CONSULTING
GMBH. THE FOUR FIRMS ARE ALL AT SAME ADDRESS.

3. HOFFMANN EXPLAINED THAT HIS COMPANIES HAD BEEN SET UP SEVERAL
YEARS AGO TO CONSULT WITH AND SELL PRODUCTS AND INVENTIONS TO
THE ELECTRONICS INDUSTRY AND THE ELECTRONICS CONSUMER TRADE.
FOUNDERS OF COMPANIES ARE FORMER TECHNICIANS AND ENGINEERS WITH
MAJOR GERMAN ELECTRONICS FIRMS; E.G., SIEMENS AND BOSCH. ONE OF
ALL-ELECTRONICS' ACTIVITIES IS TO PRODUCE, IN COOPERATION WITH
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FORMER COLLEAGUES WHO REMAIN IN EMPLOY OF THESE MAJORS,

SOPHISTICATED ELECTRONIC DEVICES AND SYSTEMS FOR SALE BY THE FIRM TO THE MAJORS.

4. HOFFMANN STATES THAT THE FOUR WATKINS-JOHNSON AMPLIFIERS IN THE INSTANT CASE ARE FOR USE IN A DEMONSTRATOR MODEL OF A LONG-DISTANCE TELEPHONE TRANSMITTER SYSTEM WHICH HIS FIRM WISHES TO ASSEMBLE FOR POSSIBLE SALE TO SIEMENS, THE SUPPLIER OF THE GERMAN NATIONAL TELEPHONE SYSTEM. THUS, ALL-ELECTRONIC IS THE END-USER AND, UNTIL A PURCHASER IS FOUND, FIRM HAS NO PLANS FOR FURTHER PURCHASES OF THIS ITEM.

5. HOFFMANN SAYS HIS FIRM SELLS ITS NON-CONSUMER ELECTRONIC ITEMS ONLY IN GERMANY, ALTHOUGH CONSUMER GOODS AND CONSULTING SERVICES ARE OFFERED ABROAD.

6. ACCORDING TO HOFFMANN, HIS FIRM HAS DEALT FREQUENTLY WITH REPUBLIC ELECTRONICS IN THE PAST AND CONSIDERS HIS FIRM AND REPUBLIC TO BE "FRIENDS". THE APPARENT DISCREPANCY BETWEEN HOFFMANN'S VIEW OF HIS FIRM'S RELATIONS WITH REPUBLIC AND THAT OF MR. FAGAN MAY BE BECAUSE EARLIER TRANSACTIONS WERE CONDUCTED BY ALL-AKUSTIK RATHER THAN ALL-ELECTRONIC.

7. SINCE ALL-ELECTRONIC CLAIMS TO BE THE END-USER THERE ARE NO DOCUMENTS OTHER THAN THE WEST GERMAN IMPORT CERTIFICATE. HOFFMANN SAYS THIS DOCUMENT WAS COMPLETED BY ANOTHER MEMBER OF HIS FIRM WHILE HE WAS ON VACATION, AND THE STATEMENT OF INTENDED USE, "FOR STOCKING DISTRIBUTOR IN WEST GERMANY", WAS GIVEN FOR LACK OF A MORE ACCURATE DESCRIPTION WHICH HOFFMANN COULD HAVE PROVIDED.

8. THE ALL-ELECTRONIC OFFICE IS BUSINESS-LIKE, A GOING CONCERN WITH ABOUT TWENTY-FIVE EMPLOYEES. HOWEVER, THE ETHICS OF THE FIRM'S MODUS OPERANDI SEEM QUESTIONABLE, ASSUMING ALL HOFFMANN TOLD US IS COMPLETELY CORRECT, AND THIS MAKES US WONDER IF HE REALLY TOLD US ALL. WE WISH TO AWAIT THE RESULTS OF OUR WTD INVESTIGATION BEFORE MAKING A RECOMMENDATION ON THIS PRE-LICENSING CHECK, AND WASHINGTON MAY WISH TO DISCUSS THE CASE AGAIN WITH REPUBLIC TO SEE IF THE STORIES NOW MESH.BROGAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRONIC EQUIPMENT, STRATEGIC TRADE CONTROLS, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Draft Date: 25 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975HAMBUR00530
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750104-0651
From: HAMBURG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750319/aaaaaqqw.tel
Line Count: 98
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 59612
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 May 2003 by GarlanWA>; APPROVED <21 MAY 2003 by MorefiRH>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRE-LICENSE CHECK ON PROPOSED SHIPMENT TO ALL ELECTRONIC VERTRIEBS, GMBH AND CO. KG
TAGS: ESTC, GE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006